

## 1 SOUTH CAROLINA PUBLIC SERVICE COMMISSION

## 2 STANDING HEARING OFFICER DIRECTIVE

3  
4 DOCKET NO. 2018-223-T ORDER NO. 2018-134-H5  
6 TELEPHONIC

7 DEPOSITION OF: SHERRY S. WEATHERLY

8 DATE: October 4, 2018

9 TIME: 10:34 AM

10 LOCATION: Adams & Reese  
11 1501 Main Street, 5th Floor  
12 Columbia, SC

13 TAKEN BY: Counsel for the Vehicle Carrier

14 REPORTED BY: AMY R. COPE,  
15 Court Reporter

16 A. WILLIAM ROBERTS, JR., &amp; ASSOCIATES

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## 1 APPEARANCES OF COUNSEL:

2 ATTORNEYS FOR THE VEHICLE CARRIER  
3 JIMMY'S MOVING SERVICE:

4 ADAMS &amp; REESE

5 BY: JOHN J. PRINGLE, Jr.

6 1501 Main Street, 5th Floor

7 Columbia, SC 29201

8 (803) 254-4190

9 john.pringle@arlaw.com

10 ALSO PRESENT:

11 Jenny Pittman, Office of Regulatory  
12 Staff (by phone)

13 (INDEX AT REAR OF TRANSCRIPT)

1 MR. PRINGLE: We are here in the --  
2 well, in Docket Number 2018-223-T, the application  
3 of Ecolatino Multiservices, d/b/a Jimmy's Moving  
4 Service for a Class E certificate of public  
5 convenience and necessity for operation of a motor  
6 vehicle carrier. And this is going to be the  
7 shipper witness deposition of Sherry S. Weatherly  
8 that has been authorized by Order Number  
9 2018-134-H.

10 I'm Jack Pringle, I'm the attorney for  
11 the applicant. Jenny, if you want to just  
12 introduce yourself real quick.

13 MS. PITTMAN: I'm Jenny Pittman,  
14 attorney for the South Carolina Office of  
15 Regulatory Staff.

16 SHERRY S. WEATHERLY  
17 being first duly sworn, testified as follows:

18 EXAMINATION

19 BY MR. PRINGLE:

20 Q. Ms. Weatherly, if you could, and I know  
21 you sort of -- can you just state your full name  
22 and your business address for the record.

23 A. Sure. Sherry S. Weatherly. I work for  
24 Coastal Luxe, LLC, 6613 North Kings Highway, Myrtle  
25 Beach, South Carolina, 29572.

1 Q. Okay. What's your position with  
2 Coastal Luxe?

3 A. I am the general manager here.

4 Q. Okay. Tell us a little bit about what  
5 Coastal Luxe does.

6 A. Coastal Luxe is an interior design  
7 furniture, fabric store. We have our workroom  
8 here, so we fabricate our products. We meet new  
9 clients that come in off of the streets or that are  
10 moving to the area through friends and connections  
11 throughout the community. And we do plans or make  
12 -- order things for their homes, accessorize,  
13 drapery, bedding. We're just a full-service design  
14 company.

15 Q. Okay. And you made reference to this,  
16 but who are your target clients, are they by in  
17 large residential customers or you do commercial as  
18 well, tell me a little about that.

19 A. Yes, we do, we do commercial, that is  
20 not our -- that's not our biggest amount of people  
21 that come in, but we do have a lot -- of course,  
22 Myrtle Beach being the condo city of the world, we  
23 do have a lot of commercial clients in that aspect  
24 or like commercial design, there are a few, but  
25 most of ours is limited, residential and condo,

1 second home type people.

2 Q. Sure. And I guess by being in Myrtle  
3 Beach, you're located in Horry County?

4 A. Yes.

5 Q. And so certainly a number of your -- a  
6 number of your clients and the people you work with  
7 are Horry County. Do you end up working with  
8 customers that are in other counties as well?

9 A. Oh, yes, a lot in Charleston. Some in  
10 Columbia, Columbia, South Carolina area. All the  
11 way up to Greenville, up that way.

12 Q. And that would also include some  
13 Georgetown County?

14 A. Yes, as well.

15 Q. Okay. So you mentioned Charleston.  
16 And have you -- do you have any clients in Beaufort  
17 County?

18 A. We do not right at the moment, but we  
19 have some things coming up that we are speaking  
20 with now and getting some information ready for  
21 those people.

22 Q. Sure. How long has Coastal Luxe been  
23 around?

24 A. Coastal Luxe is virtually a pretty new  
25 company, they have been in business since 2014, I

1 believe.

2 Q. And what -- have you been with Coastal  
3 Luxe since they opened up in 2014?

4 A. I started here in 2015. And I have  
5 been a designer for 25 years and been in the retail  
6 furniture and design business for that long.

7 Q. And has that been largely in the Myrtle  
8 Beach area?

9 A. Yes, it has.

10 Q. And you've already mentioned this a  
11 little bit, how many people does Coastal Luxe  
12 employ?

13 A. We have seven full-time people and two  
14 part-time people.

15 Q. Okay. Do you anticipate -- are you  
16 hoping to expand?

17 A. Oh, yes, and we may even expand -- we  
18 are talking about expanding to maybe Charleston or  
19 even on down to, not that this would make any  
20 difference, but maybe Savannah. But during the  
21 time that I've been here we have grown from just  
22 three part-time people and one full-time to that  
23 number now. So we're not actively, but we have got  
24 so many things coming up this next year, within the  
25 next year that we just did hire someone about two

1 weeks ago. So right now we're pretty good, but,  
2 you know, I look for it to explode, which it has  
3 been doing here.

4 Q. Okay. And what's fueling that growth  
5 or your growth of your business?

6 A. I think it's just retirees moving here,  
7 the economy. I think mostly it is a lot of  
8 retirement because there are now so many retirement  
9 communities here that have popped up and it's just  
10 the, you know, cost of living and it's more  
11 affordable here. And then, of course, you know,  
12 everybody now is back since the -- kind of the fall  
13 back in the 2008, '9 and '10, that everybody has  
14 pumped back up and now they're starting to buy  
15 second homes again and properties for rental and  
16 just for their own purposes of use.

17 Q. Sure. And you mentioned a number of  
18 retirement communities, are you seeing those  
19 continue to be built in the Myrtle Beach area?

20 A. Oh, my gosh, yes. I mean, it has  
21 been -- I mean, there are several huge developers  
22 nationwide that have come here and are building  
23 here that are well-known throughout the United  
24 States for retirement communities.

25 Q. Sure. And you see that continuing?

1           A.     Oh, my gosh, yes, yes, because I'm a  
2     Baby Boomer too and I'm not retired yet, but there  
3     are more of us out there.

4           Q.     Sure. And just curious since you've  
5     been in Myrtle Beach for a while, and I certainly  
6     know a little bit about it from having spent time  
7     there with, you know, on youth group retreats and  
8     various type of prayer meetings that take place  
9     there on weekends down there and such, but where is  
10    the growth taking place now in Horry and Georgetown  
11    Counties, I mean, is it moving off of the Strand,  
12    sort of into the mainland or just generally what  
13    does that look like?

14          A.     Well, from my point of view there are a  
15    lot of communities that are still on or being  
16    developed on the Intracoastal Waterway, so that's  
17    still on the beach side. And then some of them --  
18    I mean, it's usually just where the land is that  
19    they can get as close to the water because that's  
20    the draw here is the Intracoastal Waterway or the  
21    ocean or the beach.

22                But a lot of them are popping up on the  
23    Intracoastal Waterway and then there are some  
24    across the waterway like Carolina Forest and on  
25    down that way it's just going crazy there, as well



1 as north in Little River, there are so many  
2 communities and developments that have popped up  
3 through there too. Now, not so many retirement  
4 homes, but just subdivisions on the waterway.

5 Q. Okay. And so you mentioned, you know,  
6 retirees and second homes and other developments,  
7 to your knowledge where are people moving from to  
8 those areas?

9 A. A lot of people are moving here, I  
10 mean, the Baby Boomers are moving here from the  
11 inland areas like Columbia and even over as far as  
12 Augusta moving in here that way, of that part of  
13 the state, Aiken, in just that area. And then some  
14 of them are moving even on down to Charleston,  
15 which they do know us and so we do have work for  
16 them even though they're moving to Charleston.

17 Q. Are people moving to that area from  
18 Columbia and Greenville and Spartanburg?

19 A. Yes, we do have customers, quite a few  
20 here in the last six months, that have come in and  
21 indicated that that's where they're moving from,  
22 they're retiring.

23 Q. Sure. What about, you know, I'm just  
24 sort of hitting the areas in the state, what about  
25 sort of the Rock Hill area, do you hear about that?

1           A.     Yes, we do actually.   Some of the  
2     people are coming in from that area as well.   And  
3     then I have had people that are moving that would  
4     be like towards the Greenville area since it's  
5     going -- not retirees, but younger people that have  
6     employment opportunities up that way.

7                     (The proceedings were interrupted.)

8           MR. PRINGLE:   Sure.   Okay.   Well, we  
9     lost Jenny, hold on.

10                    (Off-the-record conference.)

11   BY MR. PRINGLE:

12           Q.     So just tell me, you mentioned that you  
13     were thinking about expanding based upon the kind  
14     of things that were causing you to expand and just  
15     very briefly, again, and I think we already have  
16     this on the record --

17           MR. PRINGLE:   But just for your  
18     benefit, Jenny.

19   BY MR. PRINGLE:

20           Q.     -- the things that are causing you to  
21     want you to expand your business?

22           A.     Well, because of the people that are  
23     coming in and the need for our type of business in  
24     the Charleston area and even on down to Savannah,  
25     our people come in and tell us that we are very

11

1 unique and the only type of business that's around  
2 like this that offers what we offer. And even the  
3 reps come in and say, you know, y'all got a great  
4 business up here, you should consider, you know,  
5 thinking about it, the market is wide open. And I  
6 think our owners have done a little bit of research  
7 about that and it is on probably the agenda to seek  
8 more and to target more about after the first of  
9 the year.

10 Q. Sure. And you also mentioned that part  
11 of what's fueling your growth is that there are  
12 retirees and other people who are moving to the  
13 areas that you described, Horry County, Georgetown  
14 County --

15 A. Right.

16 Q. -- and they're moving from places like  
17 Columbia and Augusta and Aiken, you mentioned that,  
18 right?

19 A. Yes.

20 Q. And also from the  
21 Greenville/Spartanburg area, correct?

22 A. Correct. And we have some people that  
23 are moving up that way, the younger people with  
24 children that, you know, have greater job  
25 opportunities maybe up there as well.

1 Q. Sure. And you also mentioned -- you  
2 talked briefly about some of the areas where  
3 subdivisions are being built for retirees and  
4 others long the Intracoastal Waterway, Carolina  
5 Forest up in North Myrtle Beach and Little River?

6 A. Yes, so many communities and little  
7 developments that are popping up there, it's just  
8 amazing when you drive from one end to the other,  
9 just about every week or two weeks there's  
10 something new popping up. And it was said that we  
11 were one of the highest sought after counties and  
12 being the state of South Carolina in the nation as  
13 well with all the retirees moving down here.

14 Q. Sure.

15 A. And affordability of living.

16 Q. Oh, that's right, those two things.  
17 Yeah, I remember seeing something, it was before  
18 the recession, that said that the residential  
19 development in Myrtle Beach was second only to Las  
20 Vegas in the United States, so --

21 A. Yeah, I believe that.

22 Q. Okay. Well then, let's then shift to  
23 do you encounter household goods movers in doing  
24 the business that you do?

25 A. We do. However we -- I mean, we have

1 our own -- someone who delivers our furniture, but  
2 when we have people that are moving or moving in  
3 here from the area, of course, they want us to  
4 recommend people. And I can only know of one and  
5 we are very, very conscious-minded about who we  
6 recommend because those are our potential customers  
7 and they are our customers and we want to give them  
8 the best service in our recommendation as possible.  
9 So with that being said, I only know of one in the  
10 area that I would recommend and that is licensed to  
11 do that intrastate moving.

12 Q. Okay. And then based upon what you've  
13 already told me, the things you've told me about  
14 the people moving, moving within South Carolina and  
15 the developments that are going up and the  
16 retirement communities and the standard of living  
17 and the attractiveness of South Carolina, do you  
18 have an idea or an opinion about whether there's a  
19 demand, a current demand for household goods movers  
20 within the state of South Carolina?

21 A. Oh, yes, I mean, that's why I'm saying  
22 there's not -- it's not something that I know of  
23 that there are a lot of people that are doing that.  
24 I mean, you get furniture movers or freight  
25 companies that come into the state delivering

1 stuff, but very few people or very few movers in  
2 the state that I know of, and especially around  
3 here, that I could recommend to go and move someone  
4 with 100 percent confidence that they're going to  
5 do a good job.

6 Q. Sure. And so based upon that -- based  
7 upon what you've seen and your knowledge, could the  
8 market handle another mover doing that in the state  
9 of South Carolina?

10 A. Definitely. Definitely. And it will  
11 require -- I mean, and it's exploding, so I mean  
12 it -- I mean, we're kind of behind in that, I  
13 think.

14 Q. Okay. What do you know, you know,  
15 you've heard me mention the applicant's name, what  
16 do you know about Jimmy's Moving Service, are you  
17 familiar with the company at all or any of its  
18 owners?

19 A. Yes, I am with the company and its  
20 owners as well.

21 Q. Okay.

22 A. I have been -- he is a reputable  
23 person. The company is reputable. He -- I mean, I  
24 can't say enough good things about him. I would  
25 trust him with anything I had in my possession.

1 Q. Okay. Should the company get the  
2 certification it's seeking from the commission, you  
3 know, this statewide intrastate moves, would you be  
4 in the position to or would your company be in the  
5 position to refer moves to him and to work with  
6 him?

7 A. Oh, yes, absolutely.

8 MR. PRINGLE: Okay. I think that's  
9 about all the questions that I had about this. Is  
10 there anything else that you want to add?

11 THE WITNESS: No, I just know the  
12 company that you're requesting the information  
13 about is, like I said, 100 percent upfront,  
14 topnotch people, and they would be a great asset to  
15 the community and to the state of South Carolina,  
16 if they were to receive their certificate.

17 MR. PRINGLE: Okay. That's all the  
18 questions I have. Please answer any questions that  
19 Ms. Pittman may have for you.

20 THE WITNESS: Sure.

21 MS. PITTMAN: I think you've covered  
22 everything that I wanted to hear, so I'm all set.

23 MR. PRINGLE: I think that'll sort of  
24 bring us to an end here. I really appreciate your  
25 time on this and, you know, you've taken time out

1 from your busy day and all these clients that  
2 you're trying to get interiorly decorated, that's  
3 not really a term, I guess. But the applicants  
4 certainly appreciate it and we'll keep moving  
5 forward on this. And I hope that your business  
6 continues to thrive and expand and that, you know,  
7 all of that continues to do really well for you.  
8 But again --

9 THE WITNESS: Thank you.

10 MR. PRINGLE: -- I appreciate your  
11 time. And I think at this point we'll close the  
12 deposition.

13 (The deposition was concluded at 10:55 AM.)

14 (The witness, after having been advised  
15 of her right to read and sign this transcript,  
16 waives that right.)  
17  
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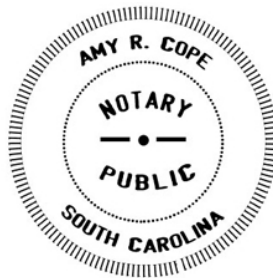


## CERTIFICATE OF REPORTER

I, Amy R. Cope, Court Reporter and  
Notary Public for the State of South Carolina at  
Large, do hereby certify that the foregoing  
transcript is a true, accurate, and complete  
record.

I further certify that I am neither  
related to nor counsel for any party to the cause  
pending or interested in the events thereof.

Witness my hand, I have hereunto  
affixed my official seal this 8th day of October,  
2018 at Columbia, Richland County, South Carolina.



*Amy R. Cope*

Amy R. Cope, Court Reporter  
My Commission expires  
June 14, 2028

## I N D E X

## Page/Line

## WITNESS/EXAMINATION

SHERRY S. WEATHERLY	3	16
EXAMINATION	3	18
BY MR. PRINGLE		
CERTIFICATE OF REPORTER	17	1

## REQUESTED INFORMATION INDEX

(No Information Requested)

## E X H I B I T S

(No Exhibits Proffered)

<b>1</b>	6:15	<b>business</b> 3:22 5:25 6:6 7:5 10:21,23 11:1,4 12:24	<b>continuing</b> 7:25	<b>E</b>
<b>10</b> 7:13	<b>applicant</b> 3:11		<b>convenience</b> 3:5	<b>Ecolatino</b> 3:3
<b>2</b>	<b>application</b> 3:2	<b>buy</b> 7:14	<b>correct</b> 11:21,22	<b>economy</b> 7:7
<b>2008</b> 7:13	<b>area</b> 4:10 5:10 6:8 7:19 9:13,17,25 10:2,4, 24 11:21	<b>C</b>	<b>cost</b> 7:10	<b>employ</b> 6:12
<b>2014</b> 5:25 6:3	<b>areas</b> 9:8,11,24 11:13 12:2	<b>Carolina</b> 3:14,25 5:10 8:24 12:4,12	<b>counties</b> 5:8 8:11 12:11	<b>employment</b> 10:6
<b>2015</b> 6:4	<b>aspect</b> 4:23	<b>carrier</b> 3:6	<b>County</b> 5:3,7,13,17 11:13, 14	<b>encounter</b> 12:23
<b>2018-134-H</b> 3:9	<b>attorney</b> 3:10,14	<b>causing</b> 10:14,20	<b>crazy</b> 8:25	<b>end</b> 5:7 12:8
<b>2018-223-T</b> 3:2	<b>Augusta</b> 9:12 11:17	<b>certificate</b> 3:4	<b>curious</b> 8:4	<b>EXAMINATION</b> 3:18
<b>25</b> 6:5	<b>authorized</b> 3:8	<b>Charleston</b> 5:9,15 6:18 9:14, 16 10:24	<b>customers</b> 4:17 5:8 9:19	<b>expand</b> 6:16,17 10:14,21
<b>29572</b> 3:25	<b>B</b>	<b>children</b> 11:24	<b>D</b>	<b>expanding</b> 6:18 10:13
<b>6</b>	<b>Baby</b> 8:2 9:10	<b>city</b> 4:22	<b>d/b/a</b> 3:3	<b>explode</b> 7:2
<b>6613</b> 3:24	<b>back</b> 7:12,13,14	<b>Class</b> 3:4	<b>deposition</b> 3:7	<b>F</b>
<b>9</b>	<b>based</b> 10:13	<b>clients</b> 4:9,16,23 5:6,16	<b>design</b> 4:6,13,24 6:6	<b>fabric</b> 4:7
<b>9</b> 7:13	<b>beach</b> 3:25 4:22 5:3 6:8 7:19 8:5,17,21 12:5,19	<b>close</b> 8:19	<b>designer</b> 6:5	<b>fabricate</b> 4:8
<b>A</b>	<b>Beaufort</b> 5:16	<b>Coastal</b> 3:24 4:2,5,6 5:22, 24 6:2,11	<b>developed</b> 8:16	<b>fall</b> 7:12
<b>accessorize</b> 4:12	<b>bedding</b> 4:13	<b>Columbia</b> 5:10 9:11,18 11:17	<b>developers</b> 7:21	<b>Forest</b> 8:24 12:5
<b>actively</b> 6:23	<b>benefit</b> 10:18	<b>commercial</b> 4:17,19,23,24	<b>development</b> 12:19	<b>friends</b> 4:10
<b>address</b> 3:22	<b>biggest</b> 4:20	<b>communities</b> 7:9,18,24 8:15 9:2 12:6	<b>developments</b> 9:2,6 12:7	<b>fueling</b> 7:4 11:11
<b>affordability</b> 12:15	<b>bit</b> 4:4 6:11 8:6 11:6	<b>community</b> 4:11	<b>difference</b> 6:20	<b>full</b> 3:21
<b>affordable</b> 7:11	<b>Boomer</b> 8:2	<b>company</b> 4:14 5:25	<b>Docket</b> 3:2	<b>full-service</b> 4:13
<b>agenda</b> 11:7	<b>Boomers</b> 9:10	<b>condo</b> 4:22,25	<b>drapery</b> 4:13	<b>full-time</b> 6:13,22
<b>Aiken</b> 9:13 11:17	<b>briefly</b> 10:15 12:2	<b>conference</b> 10:10	<b>draw</b> 8:20	<b>furniture</b> 4:7 6:6
<b>amazing</b> 12:8	<b>building</b> 7:22	<b>connections</b> 4:10	<b>drive</b> 12:8	<b>G</b>
<b>amount</b> 4:20	<b>built</b> 7:19 12:3	<b>continue</b> 7:19	<b>duly</b> 3:17	<b>general</b> 4:3
<b>anticipate</b>				<b>generally</b> 8:12

<b>Georgetown</b> 5:13 8:10 11:13	7:21	<b>LLC</b> 3:24		8:8,10
<b>good</b> 7:1	<b>I</b>	<b>located</b> 5:3	<b>N</b>	<b>places</b> 11:16
<b>goods</b> 12:23	<b>include</b> 5:12	<b>long</b> 5:22 6:6 12:4	<b>nation</b> 12:12	<b>plans</b> 4:11
<b>gosh</b> 7:20 8:1	<b>information</b> 5:20	<b>lost</b> 10:9	<b>nationwide</b> 7:22	<b>point</b> 8:14
<b>great</b> 11:3	<b>inland</b> 9:11	<b>lot</b> 4:21,23 5:9 7:7 8:15,22 9:9	<b>necessity</b> 3:5	<b>popped</b> 7:9 9:2
<b>greater</b> 11:24	<b>interior</b> 4:6	<b>Luxe</b> 3:24 4:2,5,6 5:22, 24 6:3,11	<b>north</b> 3:24 9:1 12:5	<b>popping</b> 8:22 12:7,10
<b>Greenville</b> 5:11 9:18 10:4	<b>interrupted</b> 10:7		<b>number</b> 3:2,8 5:5,6 6:23 7:17	<b>position</b> 4:1
<b>Greenville/ spartanburg</b> 11:21	<b>Intracoastal</b> 8:16,20,23 12:4	<b>M</b>	<b>O</b>	<b>prayer</b> 8:8
<b>group</b> 8:7	<b>introduce</b> 3:12	<b>made</b> 4:15	<b>ocean</b> 8:21	<b>pretty</b> 5:24 7:1
<b>grown</b> 6:21	<b>J</b>	<b>mainland</b> 8:12	<b>off-the-record</b> 10:10	<b>Pringle</b> 3:1,10,19 10:8,11, 17,19
<b>growth</b> 7:4,5 8:10 11:11	<b>Jack</b> 3:10	<b>make</b> 4:11 6:19	<b>offer</b> 11:2	<b>proceedings</b> 10:7
<b>guess</b> 5:2	<b>Jenny</b> 3:11,13 10:9,18	<b>manager</b> 4:3	<b>offers</b> 11:2	<b>products</b> 4:8
<b>H</b>	<b>Jimmy's</b> 3:3	<b>market</b> 11:5	<b>Office</b> 3:14	<b>properties</b> 7:15
<b>hear</b> 9:25	<b>job</b> 11:24	<b>meet</b> 4:8	<b>open</b> 11:5	<b>public</b> 3:4
<b>highest</b> 12:11	<b>K</b>	<b>meetings</b> 8:8	<b>opened</b> 6:3	<b>pumped</b> 7:14
<b>Highway</b> 3:24	<b>kind</b> 7:12 10:13	<b>mentioned</b> 5:15 6:10 7:17 9:5 10:12 11:10,17 12:1	<b>operation</b> 3:5	<b>purposes</b> 7:16
<b>Hill</b> 9:25	<b>Kings</b> 3:24	<b>moment</b> 5:18	<b>opportunities</b> 10:6 11:25	<b>Q</b>
<b>hire</b> 6:25	<b>knowledge</b> 9:7	<b>months</b> 9:20	<b>order</b> 3:8 4:12	<b>quick</b> 3:12
<b>hitting</b> 9:24	<b>L</b>	<b>motor</b> 3:5	<b>owners</b> 11:6	<b>R</b>
<b>hold</b> 10:9	<b>land</b> 8:18	<b>movers</b> 12:23	<b>P</b>	<b>ready</b> 5:20
<b>home</b> 5:1	<b>large</b> 4:17	<b>moving</b> 3:3 4:10 7:6 8:11 9:7,9,10,12,14,16, 17,21 10:3 11:12, 16,23 12:13	<b>part</b> 9:12 11:10	<b>real</b> 3:12
<b>homes</b> 4:12 7:15 9:4,6	<b>largely</b> 6:7	<b>Multiservices</b> 3:3	<b>part-time</b> 6:14,22	<b>recession</b> 12:18
<b>hoping</b> 6:16	<b>Las</b> 12:19	<b>Myrtle</b> 3:24 4:22 5:2 6:7 7:19 8:5 12:5,19	<b>people</b> 4:20 5:1,6,21 6:11, 13,14,22 9:7,9,17 10:2,3,5,22,25 11:12,22,23	<b>record</b> 3:22 10:16
<b>Horry</b> 5:3,7 8:10 11:13	<b>limited</b> 4:25		<b>Pittman</b> 3:13	<b>reference</b> 4:15
<b>household</b> 12:23	<b>living</b> 7:10 12:15		<b>place</b>	<b>Regulatory</b> 3:15
<b>huge</b>				<b>remember</b>

12:17	<b>spent</b>		
<b>rental</b>	8:6	<b>V</b>	
7:15	<b>Staff</b>		
<b>reps</b>	3:15	<b>Vegas</b>	
11:3	<b>started</b>	12:20	
<b>research</b>	6:4	<b>vehicle</b>	
11:6	<b>starting</b>	3:6	
<b>residential</b>	7:14	<b>view</b>	
4:17,25 12:18	<b>state</b>	8:14	
<b>retail</b>	3:21 9:13,24 12:12	<b>virtually</b>	
6:5	<b>States</b>	5:24	
<b>retired</b>	7:24 12:20	<b>W</b>	
8:2	<b>store</b>		
<b>retirees</b>	4:7	<b>water</b>	
7:6 9:6 10:5 11:12	<b>Strand</b>	8:19	
12:3,13	8:11	<b>waterway</b>	
<b>retirement</b>	<b>streets</b>	8:16,20,23,24 9:4	
7:8,18,24 9:3	4:9	12:4	
<b>retiring</b>	<b>subdivisions</b>	<b>Weatherly</b>	
9:22	9:4 12:3	3:7,16,20,23	
<b>retreats</b>	<b>sworn</b>	<b>week</b>	
8:7	3:17	12:9	
<b>River</b>	<b>T</b>	<b>weekends</b>	
9:1 12:5		8:9	
<b>Rock</b>	<b>taking</b>	<b>weeks</b>	
9:25	8:10	7:1 12:9	
<b>S</b>	<b>talked</b>	<b>well-known</b>	
	12:2	7:23	
<b>Savannah</b>	<b>talking</b>	<b>wide</b>	
6:20 10:24	6:18	11:5	
<b>seek</b>	<b>target</b>	<b>work</b>	
11:7	4:16 11:8	3:23 5:6 9:15	
<b>Service</b>	<b>testified</b>	<b>working</b>	
3:4	3:17	5:7	
<b>Sherry</b>	<b>things</b>	<b>workroom</b>	
3:7,16,23	4:12 5:19 6:24	4:7	
<b>shift</b>	10:14,20 12:16	<b>world</b>	
12:22	<b>thinking</b>	4:22	
<b>shipper</b>	10:13 11:5	<b>Y</b>	
3:7	<b>time</b>		
<b>side</b>	6:21 8:6	<b>y'all</b>	
8:17	<b>type</b>	11:3	
<b>sort</b>	5:1 8:8 10:23 11:1	<b>year</b>	
3:21 8:12 9:24,25	<b>U</b>	6:24,25 11:9	
<b>sought</b>		<b>years</b>	
12:11	<b>unique</b>	6:5	
<b>South</b>	11:1	<b>younger</b>	
3:14,25 5:10 12:12	<b>United</b>	10:5 11:23	
<b>Spartanburg</b>	7:23 12:20	<b>youth</b>	
9:18		8:7	
<b>speaking</b>			
5:19			